

Celebrate Success 1998

Awards commend certified firms for exceptional performance on variety of county contracts

The ninth annual Celebrate Success event on March 6 drew some 130 participants to the King County Courthouse to recognize exceptional service by certified firms, network with other business owners and county staff and preview contracting opportunities.

County Executive Ron Sims kicked off Celebrate Success by highlighting the effectiveness of individual drive paired with affirmative action.

Noting that affirmative action is under attack around the country, Sims emphasized that many minority- and women-owned companies owe their existence, in part, to affirmative contracting.

"Under minority and women business programs such as King County's, these firms now have the opportunity to compete and demonstrate they can perform," he said.

"Today we single out 12 businesses and one individual for dreaming a little, thinking high and doing their best to serve county citizens."



King County M/WBE Manager Phyllis Alleyne (center) chats with award winners Alice Shorett (left) and Cathy Allen at Celebrate Success.

And the winners . . .

County Council President Louise Miller joined Sims in presenting Celebrate Success awards to **R. B. Specialties, Inc.** (MBE), whose creative approach to involving certified firms resulted in a substantial increase in their participation as subcontractors to the Kingdome concessionaire. The management-consulting firm has also been instrumental in helping

M/WBEs realize opportunities with other jurisdictions.

Perry Ko's South China Restaurant (MBE), who as a subcontractor to the Kingdome concessionaire met all contractual obligations to provide Cantonese cuisine for *every* Mariner and Seahawk home game.

Community Connection (WBE) for creative and timely consultation

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Ethnicity a factor in access to credit

Women business owners seem to share similar rewards and frustrations, regardless of ethnicity. Where the experiences of women of color and white women diverge is in access to capital to start or grow their businesses.

These findings are central to the first-ever comparison of women business owners by race released in

April by the National Foundation for Women Business Owners. This nonprofit research and leadership-development foundation is affiliated with the National Association of Women Business Owners.

Nearly 700 women business owners participated in the telephone survey, self-identifying as Asian American,

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Celebrate Success award winners and well-wishers are, front row from left, Garry Struthers (Garry Struthers Associates), Gerry Wong (Magnolia Contractors), Brien Chow (R.B. Specialties), King County Council President Louise Miller, Tommi Lee Pyle (Seattle Based), Alice Shorett (Triangle Associates), Scott Clark (Nisei Construction), hearing-impaired interpreter Linda Burgess, Mack Lin (Master Computer), back row from left, M/WBE Manager Phyllis Alleyne, King County Councilman Larry Gossett, Perry Ko (South China Restaurant), Michelle Padden (Road Warriors), King County Executive Ron Sims and Fredell Anderson (Leajak Concrete Construction) and, in the middle, Cathy Allen (Community Connection).

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on politically sensitive issues, often on an urgent basis.

Triangle Associates of Washington, Inc. (WBE/DBE), for supporting the Vashon Transfer Station project with accurate and highly technical assistance to the public-involvement effort.

Nisei Construction Company, Inc. (MBE/DBE), who in the face of major project difficulties, was nonetheless able to provide exceptional and timely electrical and maintenance-improvement services for a Cedar Hills landfill project.

Master Computer, Inc. (MBE), for outstanding team participation as a computer-equipment supplier to the Regional Justice Center.

Garry Struthers Associates, Inc. (MBE/DBE), for outstanding design and construction-management services on the Bryn Mawr wastewater pipeline, a small, routine project turned large and complex.

Leajak Concrete Construction, Inc. (MBE/DBE), for providing efficient service on small-works and specialty projects at the West Point Treatment Plant and, in the process, paying strict attention to detail.

Magnolia Contractors, Inc. (MBE/DBE), for exceptional general-construction services at the West Point Treatment Plant.

E. M. Castillo Construction, Inc. (MBE/DBE), for innovation, attention to detail and effective communication while providing construction services at the West Point Treatment Plant.

Road Warriors, Inc. (WBE/DBE), for reliable and timely traffic control at recycling events organized by the county's Solid Waste Division.

Seattle Based, Inc. (WBE), now called Division 9 Surfaces, for single-handedly installing resilient base finishes at Harborview Medical Center with exceptional efficiency.

A special Celebrate Success award went to **Linda Burgess**, who frequently interprets for the hearing impaired at county meetings and events. The award recognized her skill and professionalism, as well as her ability to establish rapport and confidence quickly, often in complex situations.

Comments, ideas

In a continuing effort to assess the success of Celebrate Success, M/WBE Compliance Specialist Rita Lee, who coordinated the event, included an evaluation form in participant packets. Although certified firms returned only 13 evaluations, they were chock full of comments and ideas.

Principal observations and suggestions based on their responses were that

- workshop content be geared to first-time participants by emphasizing the basics of how to do business with King County.
- that handouts be given priority attention to make them as helpful as possible.
- that the awards ceremony continue to involve the county's highest elected officials.

"Everything we learned from the evaluation forms and comments made during the day will give us direction for future such events," Lee said.

"If you participated in Celebrate Success and didn't return the evaluation, it's not too late to send in the form or simply call me with your comments and ideas."

Contact Rita Lee by phone at (206) 689-4592 or by e-mail at rita.lee@metrokc.gov.

Call for handbook

To request a free copy of the 1998 edition of *How To Do Business With King County*, the handbook distributed at Celebrate Success, call the M/WBE Division at (206) 684-1330.

USDOT has services to offer small businesses

As executive director of the Washington chapter of Women Construction Owners & Executives, Dolly Small has a practical vantage point from which to view her other role as regional director of the U.S. Department of Transportation's Liaison Outreach and Services Program.

She understands why many small business owners tend to shy away from governmental agencies, for instance, and why they don't have a lot of time to attend classes or conferences.

She also understands that one of the most efficient ways for small businesses to tie into transportation-related opportunities is to give her a call.

Federally supported projects

Eight organizations around the country have cooperative agreements with USDOT's Office of Small and Disadvantaged Business Utilization to increase awareness of and participation in federally supported transportation contracting by small, disadvantaged businesses (DBEs).

Women Construction Owners & Executives is USDOT's regional partner for Washington, Oregon, Idaho and Alaska.

'Don't let yourself get stuck doing a particular type of project funded by a particular USDOT agency.'

- Dolly Small, regional director, USDOT Liaison and Outreach Program

A contracting opportunity might be with the City of Bellevue, for example, or with the State of Washington. But if one of the 11 agencies under USDOT's umbrella is helping fund the work, it must be treated as a federal project and target DBE participation of at least 10 percent.

Those agencies are the Federal Aviation Administration, Federal

Highway Administration, Federal Railroad Administration (Amtrak), Federal Transit Administration, Maritime Administration, National Highway Traffic Safety Administration, Research and Special Programs Administration and U.S. Coast Guard.

Local governments may exceed the 10-percent minimum. King County's annual DBE participation goal is 12 percent on the many road, transit and airport projects for which the county typically receives federal grants.



Dolly Small

Outreach, consultation

As regional director for the USDOT program, Small invests a high percentage of her time in outreach, piggybacking on tradeshow and conferences sponsored by public agencies, Chambers of Commerce and schools — going wherever small business owners are likely to be.

She uses her initial contact to provide basic information about USDOT services, then offers business owners free individual consultation to understand their aspirations, strengths and weaknesses, competitive environment and interests. The resulting plan usually includes one or more referrals to respected resources for

- **certification assistance** - referral to a certification workshop.

- **financial assistance** - referral to USDOT's bond program, its loan program or other resource.

- **technical assistance** - referral to a variety of local resources in line with specific needs.

- **skills enhancement** - referral to USDOT workshops, continuing-education classes or other training.

- **contract opportunities** - referral to public agencies in the region to tie into their bidders' lists, Websites and other avenues for advertising USDOT-supported contracts.

Expanding horizons

Small often pushes firms to expand their horizons and suggests specific steps they could take to diversify or enter additional markets without taking undue risk.

"Linkages are more important than ever today for small businesses," she emphasized, "and I frequently advise firms to go wide. Don't let yourself get stuck doing a particular type of project funded by a particular USDOT agency."

"With a basic grasp of USDOT contracting, plus efficient ways to stay on top of upcoming opportunities, firms can go after related work with the same agency, the same type of work for a different agency or similar work in the private sector."

To check out what USDOT's Liaison Outreach and Services Program might have to offer your firm, call Dolly Small at (425) 957-4566 in Bellevue or toll-free (888) 957-5677. Her e-mail address is wcoelosp@ix.netcom.com.

Check out this Website

For information about all of the services offered through USDOT's Office of Small and Disadvantaged Business Utilization, see its Website at osdbuweb.dot.gov/sitemap.html.

Of particular interest: USDOT's extensive "fax on demand" service, which includes detailed forecasts of direct procurements. To take advantage of this service by phone, call toll-free (800) 532-1169.

Publicly supported projects target M/W/DBEs

Propelled by a booming economy, public as well as private projects throughout the Puget Sound region are moving off the drawing board and into construction, creating a variety of contracting opportunities.

Each of the following large projects is funded in whole or in part by public dollars and, as a result, specifically targets M/W/DBE participation. We provide these summaries as a reader service and encourage you to contact any project that appears to have potential opportunities for your firm.

Convention Center

Description: A public/private, mixed-use project to expand the Washington State Convention & Trade Center in downtown Seattle.

Who's in charge: The Washington State Convention & Trade Center, in concert with private developers.

Status: The public portion is expected to go out for bid in June. State participation goals of 10 percent MBE and 6 percent WBE will apply.

Contact: Call (206) 694-5018 to request to be on an appropriate bidders' list.

SOUNDTRANSIT Regional transit

Description: Infrastructure upgrades and new construction over 10 years for a rail/bus/high-occupancy vehicle system. Construction will include light-rail roadbed, stations and a tunnel.

Who's in charge: The Central Puget Sound Regional Transit Authority involving Pierce, King and Snohomish counties.

Status: Planning and design of multiple projects are under way. Watch for meetings with consultants and Sound Transit staff. Will begin discussion of construction policies in July.

Contact: Send brief information about your services or products to Sound Transit Contracts Manager, 1100 Second Ave., #500, Seattle, WA 98101-3423.

Check current contracts on the Internet at www.soundtransit.org. Alec Stephens at (206) 689-3762 is diversity program manager.

Pacific Northwest Rail Corridor Intercity Passenger Service

Description: Projects to maintain existing Amtrak service and, by increments, develop fast, frequent intercity passenger service along the Vancouver-Seattle-Portland-Eugene corridor.

Who's in charge: This public/private partnership involves Amtrak, Burlington Northern Santa Fe, Talgo and local, state, provincial and federal governments. Leadership on specific projects varies.

Status: Examples of opportunities are projects already under contract, including redevelopment of Seattle's King Street Station, production of trains, marketing, food services, technical research and analysis, and development of plans, environmental and engineering documents.

Contact: For general project information, visit the state's rail home page at www.wsdot.wa.gov/pubtran/rail. To request to be contacted about specific types of contracts (including those associated with renovation of King Street Station) or to receive the project newsletter, call (800) 822-2015, e-mail rail@wsdot.wa.gov or write to Rail Office, Washington State Department of Transportation, P.O. Box 47387, Olympia, WA 98504-7387.



Washington State Department of Transportation

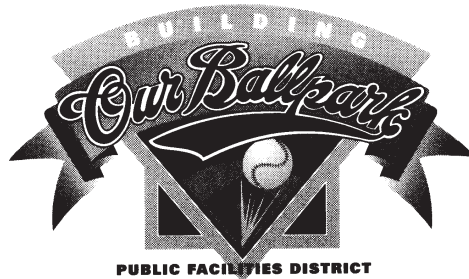
Waterfront South

Description: Redevelopment of the Colman Dock ferry terminal and adjacent properties along Seattle's waterfront.

Who's in charge: Washington State Ferries, the City of Seattle and the Port of Seattle. King County is participating in planning.

Status: Will begin design early to mid 2000, pending completion of the environmental review.

Contact: For this and other ferry-related opportunities, call Tom Washington, consultant liaison, at (206) 515-3767.



Major league ballpark

Description: Construction of a retractable-roof stadium for the Seattle Mariners.

Who's in charge: The Washington State Major League Baseball Public Facilities District.

Status: The remaining 10 percent or less of construction contracts for specialty services, equipment and supplies will be bid by summer.

Contact: Call the contracts hotline at (206) 205-8326 or check the home page at www.ballpark.org.

Melvin Smith at (206) 205-6200 is M/WBE administrator.

Tolt River Water Treatment Facility

Description: A three-year, \$68 million project to design and build a facility to treat up to 120 million gallons of fresh water daily for the City of Seattle.

Who's in charge: Seattle Public Utilities selected CDM Philip (a joint company of Philip Utilities Management Corp. and Camp Dresser & McKee) to design and build the facility. CDM Philip has contracted with Dillingham Construction N.A. for design and construction.

Status: Site preparation got under way in May. Dillingham recently began bidding 60 subcontractor work packages ranging in value from \$2,000 up to \$4.8 million. Participation goals are 21 percent MBE and 8 percent WBE.

Contact: CDM Philip is working with existing community resources to maximize outreach to certified firms.

Continued from page 4 Publicly supported projects target M/W/DBEs

They include the DBE/small-business program at South Seattle Community College, where you can get detailed information about work packages by calling program coordinator Mary Brown-Mason at (206) 768-6856.



Holly Park Redevelopment

Description: Replacement of nearly 900 units of public housing over the next 6 years with approximately 1,200 units of mixed-income housing, plus associated

facilities, including a community center, family center and learning campus. Construction contracts total \$26 million.

Who's in charge: Absher-Pacific is general manager/ construction manager for this Seattle Housing Authority project being developed by Popkin Development.

Status: The next round of bidding will be for construction of for-sale housing. Watch area newspapers for upcoming contracts. Construction targets are 18 percent MBE and 9 percent WBE. The GC/CM has made apprenticeship commitments as well.

Contact: Doug Orth at (206) 725-4311 is project director for Absher-Pacific.

Northwest Stadium and Exhibition Center

Description: Construction of an open-air stadium for the Seattle

Seahawks and professional soccer, an exhibition center, garage and related facilities. Includes demolition of the Kingdome in order to build on that site.

Who's in charge: Turner Construction is general manager/ construction manager. First & Goal is the private developer and operator, in cooperation with the Washington State Public Stadium Authority.

Status: Project minimums for construction are 14 percent MBE and 8 percent WBE; firms must be certified and meet certain other prequalification requirements. At least 15 percent of total labor hours are to be worked by apprentices. Initial contract packages will be advertised in June.

Contact: Louis Boston at (206) 505-6614 is program manager for Turner's "Team Diversity."

Continued from page 1 Ethnicity a factor in access to credit

African American, white, Hispanic American or Native American/Alaska Native.

Over the past decade, women-owned firms have grown at twice the overall rate of U.S. businesses to some 8 million businesses. Firms owned by women of color have grown at three times the national rate to a total of just over 1 million of those businesses.

Women's motivations for going into business are similar for all races, the study found: improved quality of life, independence, flexibility, challenge. African American women differ from other ethnic groups in that they tend to start their businesses while holding down another job and go into business alone rather than with others.

The most pronounced differences, however, are in access to capital:

- Women of color are less likely than white women to have bank credit.
- African American women are the least likely to borrow money to start their businesses.
- Native American and African American women are the most likely to have been denied a loan to start their businesses.
- Financing for current business needs is of particular concern to African American women.

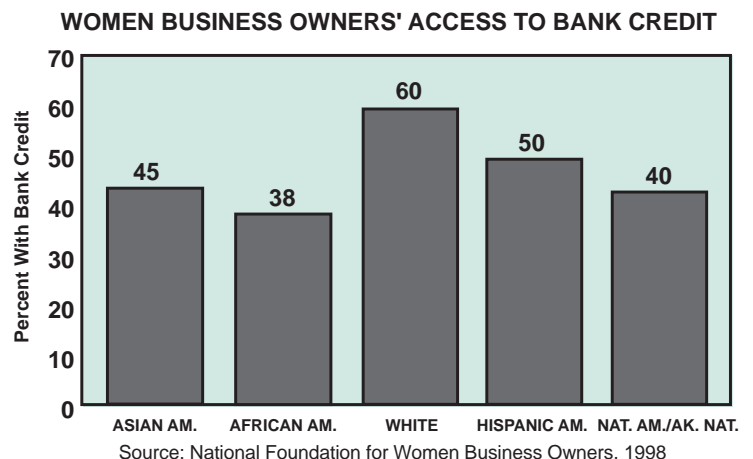
These findings tie into earlier foundation studies comparing the financing experiences of women and men entrepreneurs.

In 1992, half the women surveyed were using credit cards as a significant source of business capital; earnings were a principal source for one out of three.

By 1996, women had cut their use of credit-card financing by half, and nearly three out of four were relying on business earnings.

The later data, plus responses to questions about banking relationships, documented that the financing experiences of women and men entrepreneurs have become more similar. Women business owners are now just as likely as men to have bank credit and just as likely to be satisfied with the amount of credit available to their businesses.

For details on these studies and ongoing research, access the National Foundation for Women Business Owners' home page at www.nfwbo.org.



Specialized loan programs improve access to capital

PROGRAM	SPONSOR	TARGET	TARGET AREA	PURPOSES	AMOUNT	RATE	ASSISTANCE PROVIDED	PHONE/ HOME PAGE
USDOT Short-Term Loan Program	U.S. Dept. of Transportation	DBE contractors	Nationwide	Working capital for specific contract	Up to \$500,000	Prime	Application	(206) 768-6856 or 768-6857 in Seattle
Business Consortium Fund	National Minority Supplier Development Council	Minority businesses certified by the council with a contract or P.O. from a council member	Nationwide; locally through SeaFirst Bank	Expenses of specific contract or purchase order	Up to \$500,000	100% of prime on 75% of loan; 130% of prime on rest		(206) 358-7157 in Seattle
FA\$TRAK	U.S. Small Business Administration (SBA)	Small businesses	Nationwide pilot program	Most business expenses	50% guarantee of loan up to \$100,000	Varies	Services of SBA's Small Business Assistance Center	Your commercial lender or access www.sba.gov/financing on the Internet
7(a) Loan Guaranty Program	SBA	Small businesses	Nationwide	Most business expenses except rental real estate	75% to 80% guarantee of loan up to \$750,000	Varies	Services of SBA's Small Business Assistance Center	Your commercial lender or access www.sba.gov/financing on the Internet
LowDoc Loan Program (Low Documentation)	SBA	Small businesses	Nationwide	Most business expenses	80% guarantee of loan up to \$100,000	Varies	Services of SBA's Small Business Assistance Center	Your commercial lender or access www.sba.gov/financing on the Internet
CAPLines	SBA	Small businesses	Nationwide	Short-term or cyclical working capital	75% guarantee of loan up to \$200,000	Varies	Services of SBA's Small Business Assistance Center	Your commercial lender or access www.sba.gov/financing on the Internet
Defense Loan and Technical Assistance Program (DELTA)	SBA and Depart. of Defense	Defense-dependent small businesses needing to diversify	Nationwide	Expenses of defense conversion; must create/retain jobs or retool/expand facilities	Variable guarantee of loan up to \$1.25 million	Varies	Services of SBA's Small Business Assistance Center	Your commercial lender or access www.sba.gov/financing on the Internet
504 Certified Development Company Program	SBA and Evergreen Community Development Association	Small businesses	Nationwide	Major fixed assets (such as buildings, land, equipment)	Variable guarantee of loan up to \$1 million	Fixed		Your commercial lender or access www.sba.gov/financing on the Internet
Pollution Control Loan Program	SBA	Small businesses	Nationwide	Planning, design or installation of pollution controls, including recycling	Variable guarantee of loan up to \$1 million	Varies	Services of SBA's Small Business Assistance Center	Your commercial lender or access www.sba.gov/financing on the Internet
International Trade Loan Program	SBA	Small exporters	Nationwide	Fixed assets or permanent working capital	75% guarantee of loan up to \$1 million or up to \$1.25 million with export working capital loan	Varies	Services of SBA's Small Business Assistance Center	Your commercial lender or call (206) 553-0051 in Seattle. Access www.sba.gov/financing on the Internet
Export Working Capital Program	SBA	Small exporters	Nationwide	Transactional financing	90% guarantee of loan up to \$750,000	Varies	Services of SBA's Small Business Assistance Center	Your commercial lender or call (206) 553-0051 in Seattle. Access www.sba.gov/financing on the Internet

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PROGRAM	SPONSOR	TARGET	TARGET AREA	PURPOSES	AMOUNT	RATE	ASSISTANCE PROVIDED	PHONE/ HOME PAGE
Minority and Women Development Loan Fund	State Dept. of Community, Trade and Economic Development	Minority- and women-owned businesses	Rural Washington	Most business expenses	Up to \$100,000	Prime plus 3%	Application, loan packaging	(360) 753-0325 or (360) 753-4306 in Olympia
Linked Deposit Lending Program	State Treasurer	Certified businesses	Washington	Any purpose approved by commercial bank	Any amount approved by commercial bank	2 points below market	Application	Your commercial lender or call (206) 389-2561 in Seattle
Minority and Women's Prequalification Loan Program	SBA and Community Capital Development	Small businesses owned by minorities or women	Nationwide pilot program	Most business expenses	75% guarantee of loan up to \$250,000	Varies	Application, marketing to banks after preapproval	(206) 324-4330 in Seattle
Micro Loan Program	Down Home Washington (part of Snohomish County Private Industry Council)	Small businesses	16 Washington counties	Most business expenses	\$500 to \$25,000	Fixed	Training, application, technical assistance	(425) 743-9669 in Everett or access www.downhome.wa.com on the Internet
King County Minority and Women's Business Loan Program	King County	Small businesses owned by minorities or women	King County outside of Seattle	Start-up and expansion expenses	Up to \$50,000	Fixed	Technical assistance	(206) 447-9226 in Seattle
Business Revolving Loan Fund	Community Capital Development	Small businesses and those with low-income owners	City of Seattle	Start-up and expansion expenses	Up to \$100,000	Varies	Training, technical assistance	(206) 324-4330 in Seattle
Washington CASH Micro Loan Program	Washington Community Alliance for Self Help	Low-income women actively developing a small business	Seattle-Tacoma area	Self-employment expenses directed to self-sufficiency	\$500 initially; up to \$5,000 over time		Training, peer support, technical assistance	(206) 729-8589 in Seattle
Grow America Fund-Tacoma SBA 7(a)	City of Tacoma	Small businesses	City of Tacoma	Land, equipment, working capital, buildings	Up to \$750,000	Prime plus no more than 2.75%	Application	(253) 591-5213 in Tacoma
Grow America Fund-Tacoma Façade Program	City of Tacoma	Small businesses	City of Tacoma	Façade and interior repairs or improvements	\$5,000 to \$25,000	Prime less 1%		(253) 591-5213 in Tacoma
Title IX Revolving Loan Fund	City of Tacoma	Small businesses	City of Tacoma	Land, equipment, working capital, buildings, inventory; must create jobs	Up to \$250,000	Set at closing		(253) 591-5213 in Tacoma
Community Development Revolving Loan Fund	City of Tacoma	Small businesses	City of Tacoma	Subordinate loans for land, working capital, equipment, buildings; must create jobs	Up to \$25,000	Set at closing		(253) 591-5213 in Tacoma
Business Revolving Loan Fund	City of Tacoma	Small businesses	City of Tacoma	Subordinate loans for land, buildings, equipment; must create/retain jobs	Up to \$250,000	Set at closing		(253) 591-5213 in Tacoma
Micro Loan Program	Pierce County	Low-income people actively developing a small business	Pierce County outside of Tacoma	Self-employment expenses directed to self-sufficiency	\$500 to \$5,000	Prime plus 3%	Application, business start-up, mentoring	(253) 798-7205 in Tacoma

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SBA targets minority firms for loan guarantees

In mid May, the U.S. Small Business Administration announced an aggressive initiative aimed at providing more capital and technical assistance to credit-worthy African American- and Hispanic American-owned businesses.

The SBA has allied with the U.S. Hispanic Chamber of Commerce, the National Black Chamber of Commerce and the Minority Business Enterprise Legal Defense and Education Fund to market SBA's loan-guarantee programs and technical-assistance resources to their constituents. Similar alliances with several other organizations are being negotiated.

When compared to 1992 levels, the SBA hopes to quadruple loan guarantees to African Americans by the start of fiscal year 2000 and triple the number to Hispanic Americans.

Nationwide targets are 9,300 loan

guarantees to African American small businesses and nearly 3,400 loan guarantees to Hispanic American firms.

Locally, achieving its share of these loan-guarantee goals will be a challenge, according to Bob Meredith, director of SBA's Seattle district office.

"We have the dollars to lend, but for whatever reasons, businesses haven't been utilizing SBA's services to the fullest extent," he said.

In FY 1997, for example, the Seattle district provided only 11 loan guarantees to African American firms in the 19 Western Washington counties served by the office.

"That's not a lot," Meredith said, "and we know we can do better."

Seattle district goals for FY 1998 ending September 30 are 153 loan guarantees to minority-owned businesses (including 16 to African Americans and 14 to Hispanic Americans) and 210 loan guarantees

to women-owned companies.

To achieve these results, the district will use a few new strategies (such as its recently announced loan prequalification program for women and minority entrepreneurs).

The emphasis, though, will be on outreach, and alliances with minority organizations will help, said Mark Costello, chief of the district's finance division.

"The national initiative gives us a foundation on which to build improved relationships with specific segments of our small-business community," he said.

"We know we need to do a better job of getting the message out about the loan programs, technical assistance and encouragement we have to offer.

"Whatever barriers business owners perceive to using SBA's resources will begin to fall if that message can also come from within these organizations."

PROGRAM	SPONSOR	TARGET	TARGET AREA	PURPOSES	AMOUNT	RATE	ASSISTANCE PROVIDED	PHONE/HOME PAGE
Revolving Loan Fund	Pierce County	Small businesses with a companion bank loan	Pierce County outside of Tacoma	Most expenses that create or retain jobs for low/moderate-income employees	\$5,000 to \$150,000	Variable	Application, technical assistance, referral	(253) 798-7205 in Tacoma
M/WBE Loan Program	Pierce County	Certified businesses	Pierce County outside of Tacoma	Most expenses that create or retain jobs for low/moderate-income employees	\$5,000 to \$100,000	Variable	Application, technical assistance, referral	(253) 798-7205 in Tacoma
Micro Loan Program	Tacoma Empowerment Consortium	Small businesses	Tacoma's enterprise community	Equipment, working capital, inventory, building upgrades	\$100 to \$25,000	Fixed	Technical assistance	(253) 274-1288 in Tacoma
Community Development Loan Fund	Cascadia Revolving Fund (a private nonprofit)	Low-income, rural or minority/women-owned businesses; environmental firms	Washington and Oregon	Any business expense; must demonstrate community benefit	Up to \$150,000	Variable	Technical assistance	(206) 447-9226 in Seattle
Equity Fund	The Millennium Fund (a limited liability company)	Minority-owned businesses	Seattle/King County	Working capital and asset acquisition; should create jobs	\$65,000 to \$150,000	Varies	Technical assistance	(206) 623-6787 in Seattle
Center for Economic Opportunity Micro Loan Program	Metropolitan Development Council	Low-income people actively developing a small business	Pierce County	Seed or working capital, equipment, inventory	\$100 to \$3,500; \$1,500 average	2% below average market rate	Training, application, technical assistance	(253) 591-7026 in Tacoma

In providing this information as a service to certified firms, King County neither endorses nor recommends these loan programs. Contact any program of interest for a full description of its criteria and application procedures, plus current rates and fees.

Bulletin board

Pathways to Success

Sponsored by SBA's Tacoma Business Assistance Center, this June 17 conference for minority and women business owners promises "one-stop" information about SBA programs and services, with an emphasis on business planning, financing and certification.

It starts at 8:30 a.m. (registration from 7:30 a.m.) at the Landmark Convention Center in Tacoma and closes with a 2:30 p.m. networking reception. To register, call (253) 274-1288 in Tacoma or e-mail bill.bell@sba.gov. Cost is \$25, including lunch.

Business basics

Building a Business Plan, a SCORE workshop covering marketing, operations and financial planning. July 15, August 19 or Sept. 16 from 8:15 a.m. to 4 p.m. at SBA's Business Enterprise Center; \$45 in advance; \$55 at the door (including lunch); \$40 each additional person.

Business Bookkeeping for 7 weeks starting July 7 for 8 weeks starting July 24 from 7 to 9 p.m. at Shoreline; \$60 plus books.

NxLevel for Entrepreneurs; skill enhancement for existing businesses. 10 sessions starting Sept. 9 from 6 to 9 p.m. at South Seattle; \$375 plus text. Add \$75 for a partner or spouse.

Women's Network for Entrepreneurial Training

This management series offers roundtable discussions on a common theme and focus training with in-depth breakout presentations. Sponsored by SBA, sessions start at 7:30 a.m. with a continental breakfast and wrap up shortly after 10 a.m.

To register, e-mail carol.mcintosh@sba.gov or call her at (206) 553-7315. All sessions are at SBA's Business Enterprise Center in downtown Seattle. Cost is \$15 per session, with discounts for multiple sessions.

Government Procurement; focus training on July 1.

Effective Customer Service; focus training on August 7.

Networking Know-How; focus training on Sept. 11.

Computer communication

How To Create a Home Page for 2 weeks starting July 20 from 6 to 9 p.m. at North Seattle; \$80.

Introduction to Web Page Construction and Design for 4 weeks starting July 28 from 6 to 8 p.m. at Seattle Central; \$85.

Introduction to the Internet on July 25 from 9 a.m. to 3:30 p.m. at Shoreline; \$105, including lab fee.

How to reach sponsors of training opportunities listed on this bulletin board

SBA Business Enterprise Center	553-7320
North Seattle Community College	527-3705
Seattle Central Community College	587-5448
South Seattle Community College	764-5339
Shoreline Community College	547-4562

Introduction to the Internet for 3 weeks starting August 10 from 6 to 9 p.m. at Seattle Central; \$90.

Internet Empowerment for Beginners for 2 weeks starting July 6 from 6 to 9 p.m. at South Seattle; \$89.

Hands-On Internet for PC for 3 weeks starting June 29 from 6 to 9 p.m. at North Seattle; \$95.

Electronic Commerce Seminars

The Electronic Commerce Resource Center offers the following free seminars at SBA's Business Enterprise Center in downtown Seattle. To register, call toll-free (800) 478-3933 or access ECRC's home page at www.becrc.org.

Introduction to the Internet and Electronic Commerce on Sept. 22 from 1 to 4 p.m.

Internet Marketing and Sales on July 21 from 9 a.m. to noon. Introductory seminar a prerequisite.

Internet Security Issues on August 26 from 1 to 4 p.m. Introductory seminar a prerequisite.

Using the Internet and Intranet for Efficient Business Operations on July 21 from 1 to 4 p.m.

Government Bidding, Electronic Data Interchange and the Internet on August 26 from 9 a.m. to noon. Includes advertising on government Websites.

Business communication

How To Be a Standout Presenter in Your Own Style on July 15 from 6 to 9 p.m. at North Seattle; \$35.

Newsletters From Start to Finish on July 20 from 6:30 to 9 p.m. at North Seattle; \$25.

Professional Communication Techniques; focus on verbal and non-verbal skills applicable to a variety of business and personal situations. August 12 from 6 to 9 p.m. at North Seattle; \$30.

Speaking With Confidence; developing presentation skills for a variety of situations. For 6 weeks starting July 1 from 6:30 to 9 p.m. at North Seattle; \$45.

Personal Effectiveness Through Communication; an intensive certificate course emphasizing skills required in business situations. For 4 weeks starting July 2 from 6:30 to 9:30 p.m. at North Seattle; \$55.

Grammar for Business Professionals on July 18 from 9 a.m. to 3:30 p.m. at Shoreline; \$80.

All the World's a Stage; applying acting techniques to presentations and other business situations. For 3 weeks starting July 1 from 6 to 8 p.m. at Shoreline; \$65.

Sales and marketing

Marketing and Sales for Small Business, a SCORE workshop covering marketing strategies, market research and practical techniques. August 12 from 8:15 a.m. to 4 p.m. at SBA's Business Enterprise Center; \$45 in advance; \$55 at the door (including lunch); \$40 each additional person.

Grow Your Business With Direct Mail on August 15 from 9 a.m. to noon; co-sponsored by South Seattle and the Paper Zone; \$30.

Continued on next page

Bulletin board

Working smarter

How To Get the Most From Your Database Software on August 1 from 9 a.m. to 4:30 p.m. at North Seattle; \$95.

Making a Successful Transition to Supervision on July 7 from 9 a.m. to 4 p.m. at Shoreline; \$80.

Giving and Receiving Feedback; an interactive workshop to develop effective interpersonal skills. July 9 from 9 a.m. to 4 p.m. at Shoreline; \$80.

Spanish Conversation for Business and Travel (Level I) for 8 weeks starting June 25 from 6:30 to 8:30 p.m. at Shoreline; \$80, plus text. Advanced courses also available.

How To Organize Your Office on July 21 from 6:30 to 9 p.m. at North Seattle; \$30.

Home-based business

Home-Based Business Success, a SCORE workshop covering trends, organizational options and practical use of technology. Sept. 19 from 8:15 a.m. to 4 p.m. at SBA's Business Enterprise Center; \$45 in advance; \$55 at the door (including lunch); \$40 each additional person.

Money matters

How To Raise Money, a SCORE workshop covering equity and debt, loan options, proposals and lender relations. July 22 or Sept. 23 from 8:15 a.m. to 4 p.m. at SBA's Business Enterprise Center; \$45 in advance/\$55 at the door (including lunch); \$40 each additional person.

Regional M/WBE calendar

If you're planning a conference or other event geared to minority- and women-owned businesses, call King County Contract Compliance Specialist Rita Lee at (206) 689-4592 to check what's already on the regional M/WBE calendar.

Surfing the 'Net

At www.sba.gov/shareware, the U.S. Small Business Administration offers an extensive library of "shareware" categorized by its application to starting, financing, managing, marketing or running a small business.

Within each category are scores of programs selected for their usefulness to small businesses and their unavailability elsewhere. You'll find software to help you develop a business plan, for example, manage your checkbook electronically, track inventory — even produce and analyze a market survey.

Expect to pay a fee but only after you've downloaded a program of interest and decided that it's worthwhile for your business. The fee may cover the cost of technical

support, a printed user's guide or upgrade notices to make the most of your shareware purchase.

In cooperation with corporate sponsors, SBA's Office of Women's Business Ownership has taken the one-stop-shopping concept of its regional centers and applied it online.

At www.onlinewbc.org, you'll find extensive information about running a business, an "ask an expert" page, online forums and referral to many related resources. Topics such as marketing and government procurement are organized into step-by-step training courses. A free monthly e-mail newsletter will keep you abreast of resources offered through this Website.

Transportation projects now on county Website

Detailed information on 1998 King County Department of Transportation construction projects is now published on the county's Website.

At www.metrokc.gov/kcdot/dot98con.htm, you'll find lists of active road, bridge and transit projects. Click on a project of interest to see scope of work, budget and other details.

Project profiles include the name, phone number and e-mail address of the supervising engineer or project manager to contact for more information.

Mariners seeking food vendors

As announced in our December issue, the Seattle Mariners are seeking certified food vendors interested in being part of the ongoing operation of the new ballpark.

The club has selected Service America Corporation as prime concessionaire with the understanding that it will make

extensive use of subcontractors to ensure that ballpark fare has a distinctly Pacific Northwest flavor.

Operations Vice President Neil Campbell reports that Service America expects to have its Seattle office open by the end of June. During the interim, he is building a file of potential food subcontractors.

To add your company to that file, send a brief letter of interest

outlining your food specialty and space/utility requirements to Neil Campbell, Vice President of Ballpark Operations, Seattle Mariners, P.O. Box 4100, Seattle, WA 98104-0100.

With opening of the new ballpark less than a year away, the Mariners staff is well into planning, said Campbell, but not yet ready to call for letters of interest in other service or supply categories.

Upcoming contracts

The following list presents available information on contracts King County expects to advertise over the next several months.

Because scope of work or estimated value may change by the time contracts go out for bid or proposal, King County provides three ways for you to keep up to date on goods and services currently being advertised:

- In print, see the *Seattle Daily Journal of Commerce*, Thursday's *Seattle Times* or minority-owned publications.
- By phone, call the county's 24-hour contract information lines.
- On the Internet, access King County's home page.

M/WBE compliance specialists can

provide general information and may be able to refer you to project staff for technical information. Details about road, bridge and transit construction projects are available at www.metrokc.gov/kcdot/dot98con.htm.

See the back page of this newsletter for county telephone numbers and the home page address.

Consulting	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Public involvement	Conduct a comprehensive assessment of housing needs of people with developmental disabilities; could involve surveys, focus groups and key informant interviews encompassing housing, support services and economic factors; Community and Human Services	—	3rd qtr. '98	Franklin
Environment	Study reforestation of the west buffer at the Cedar Hills landfill; CIP 013327; Solid Waste	\$10,000	4th qtr. '98	Alexander
Design	Provide design services in support of the county's ballfield initiative; Parks and Recreation	\$200,000	3rd qtr. '98	Lee
	Provide design and engineering services for various passenger facilities; Metro Transit	\$750,000-\$1,000,000	3rd qtr. '98	Winston
	Study and recommend facility improvements at the Houghton transfer station; CIP 013086; Solid Waste	\$250,000	3rd qtr. '98	Alexander
	Provide design services to implement the King County Courthouse seismic facility plan; Construction and Facilities Management	—	4th qtr. '98	Lee
	Design a computerized system to monitor power usage at the West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '98	Winston
	Design a gas-migration control system for the Vashon landfill; CIP 017118; Solid Waste	\$311,000	4th qtr. '98	Alexander
Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
General	Construct a skateborad facility; Parks and Recreation	\$75,000	3rd qtr. '98	Lee
	Improve ballfields at Petrovitsky Park; Parks and Recreation	\$60,000	3rd qtr. '98	Lee
	Develop area 5 at the Cedar Hills landfill; CIP 003140; Solid Waste	\$9,997,000	3rd qtr. '98	Alexander
	Construct bus-zone improvements countywide; Metro Transit	\$100,000	3rd qtr. '98	Winston
	Provide construction services for various passenger facilities (Package A); Metro Transit	\$500,000	3rd qtr. '98	Winston
	Provide construction services for various passenger facilities (Package B); Metro Transit	\$500,000	3rd qtr. '98	Winston
	Provide construction services at the Skykomish dropbox; CIP 013085; Solid Waste	\$65,000	—	Alexander
	Complete final cover of area 4 at the Cedar Hills landfill; CIP 013118; Solid Waste	\$1,646,000	3rd qtr. '98	Alexander
	Provide construction services for transit hubs in the east district (Totem Lake, Mercer Island and downtown Kirkland); Metro Transit	\$100,000	3rd qtr. '98	Winston
	Provide construction services for transit hubs in the north district (Fremont, North Creek and University District); Metro Transit	\$100,000	3rd qtr. '98	Winston

Continued on next page

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
General	Construct intersection improvements at Northeast 4th and 110th Ave. Northeast in Bellevue; Metro Transit	\$100,000	3rd qtr. '98	Winston
	Improve maintenance facilities at the Cedar Hills landfill; CIP 013002; Solid Waste	\$1,171,000	3rd qtr. '98	Alexander
	Construct restroom in the rescue and fire-fighting building at King County International Airport; Construction and Facility Management	\$30,000	3rd qtr. '98	Lee
	Perform exterior work on the 7300 building at King County International Airport; Construction and Facility Management	\$46,000	3rd qtr. '98	Lee
	Remodel the King County International Airport terminal building for seismic stability; Construction and Facility Management	\$538,000	3rd qtr. '98	Lee
	Construct northeast T-hangar at King County International Airport; Construction and Facility Management	\$1,097,000	3rd qtr. '98	Lee
	Modify the incinerators/digester gas system at the West Point Treatment Plant; Wastewater Treatment	—	3rd qtr. '98	Winston
	Add annunciation for breaker trips on instrument air, service air and starting air compressors at the West Point Treatment Plant; Wastewater Treatment	—	3rd qtr. '98	Winston
	Construct a facility for temporary storage of grit and sand at the West Point Treatment Plant; Wastewater Treatment	—	3rd qtr. '98	Winston
	Construct an enclosure at lube oil storage tanks at the East Division Reclamation Plant in Renton; Wastewater Treatment	—	3rd qtr. '98	Winston
	Construct a fourth barrel at the Wilburton siphon; Wastewater Treatment	—	3rd qtr. '98	Winston
	Construct a site attendant building and replace the tipping floor at the Factoria transfer station; Solid Waste	\$230,000	3rd qtr. '98	Alexander
	Provide construction services for remediation of the south hill slope at the Algona transfer station; Solid Waste	\$190,000	3rd qtr. '98	Alexander
	Repair gutters and downspouts at various transfer stations; Solid Waste	\$100,000	3rd qtr. '98	Alexander
	Provide remediation services at the Puyallup landfill; Solid Waste	\$2,341,000	3rd qtr. '98	Alexander
	Remove underground storage tank and replace the fuel island at the Cedar Hills landfill; Solid Waste	\$832,000	3rd qtr. '98	Alexander
	Provide construction services for improvements to the maintenance facility at the Cedar Hills landfill; Solid Waste	\$1,736,000	3rd qtr. '98	Alexander
	Remodel the environmental laboratory; Wastewater Treatment	—	3rd qtr. '98	Winston
	Construct the Weller Street walkway for stadium pedestrians; Metro Transit	\$2,800,000	3rd qtr. '98	Winston
	Modify influent control structure gates at the West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '98	Winston
	Make safety repairs to tipping-floor mechanical arms at various transfer stations; Solid Waste	\$634,000	4th qtr. '98	Alexander
	Remodel the scalehouse and perform infrastructure repairs at the Houghton transfer station; Solid Waste	\$310,000	4th qtr. '98	Alexander
	Repair or replace flap gates at various regulator stations; Wastewater Treatment	—	4th qtr. '98	Winston
	Enlarge the tunnel lane at the Renton transfer station; Solid Waste	\$100,000	1st qtr. '99	Alexander
	Begin final cover of the Vashon landfill; CIP 003145; Solid Waste	\$5,232,573	1st qtr. '99	Alexander
	Repair tunnel floor at the Algona transfer station; Solid Waste	\$100,000	1st qtr. '99	Alexander

Continued on next page

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
General	Make pit repairs (bullrail, sidewall, floor) at the Bow Lake transfer station; Solid Waste	\$160,000	2nd qtr. '99	Alexander
	Provide construction services for improvements to the operations facility at the Cedar Hills landfill; Solid Waste	\$1,058,000	2nd qtr. '99	Alexander
Painting	Provide painting services at the Factoria transfer station; Solid Waste	\$50,000	3rd qtr. '98	Alexander
Fencing	Install safety fencing on the berm wall adjacent to the mixed liquor channel at the West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '98	Winston
	Install perimeter fencing at various offsite facilities; Wastewater Treatment	—	4th qtr. '98	Winston
Electrical	Automate gates at the Cedar Falls landfill; Solid Waste	\$30,000	3rd qtr. '98	Alexander
	Automate gates at the Factoria transfer station; Solid Waste	\$30,000	3rd qtr. '98	Alexander
	Install a 700-volt base disconnect; Metro Transit	\$200,000	3rd qtr. '98	Winston
	Upgrade power and lighting at the West Division offsite maintenance facility; Wastewater Treatment	—	4th qtr. '98	Winston
	Add alarm indication to the supervisory control system for all sump pumps at the West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '98	Winston
	Program the supervisory control system to monitor selected uninterruptable power systems at the West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '98	Winston
	Provide and install portable loadbanks and receptacles to test standby generators at offsite facilities; Wastewater Treatment	—	4th qtr. '98	Winston
Roofing	Replace the roof on east and west primaries at the East Division Reclamation Plant in Renton; Wastewater Treatment	—	4th qtr. '98	Winston
HVAC	Upgrade the ventilation system at the Dexter regulator station; Wastewater Treatment	—	3rd qtr. '98	Winston
	Replace the ventilation system at the North Beach pump station; Wastewater Treatment	—	3rd qtr. '98	Winston
	Replace the exhaust fan at South Base; Metro Transit	\$60,000	4th qtr. '98	Winston
	Modify the heating system in the fuel-wash building at Atlantic Base; Metro Transit	\$75,000	4th qtr. '98	Winston
Installation	Install liner in a 36" storm drain at King County International Airport; Construction and Facility Management	\$38,000	3rd qtr. '98	Lee
	Replace pump drives at the Sunset and Heathfield pump stations; Wastewater Treatment	—	3rd qtr. '98	Winston
	Replace backflow preventers at various offsite facilities; Wastewater Treatment	—	3rd qtr. '98	Winston
	Install an emergency generator at the Wilburton pump station; Wastewater Treatment	—	3rd qtr. '98	Winston
	Install automatic drain valves on gravity belt thickener feed hoppers at the West Point Treatment Plant; Wastewater Treatment	—	3rd qtr. '98	Winston
	Install security equipment in the Facilities Services building at the West Point Treatment Plant; Wastewater Treatment	—	3rd qtr. '98	Winston
	Replace taxiway lighting regulator at King County International Airport; Construction and Facility Management	\$14,000	3rd qtr. '98	Lee

Continued on next page

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Installation	Replace the cooling system for digester rotary vane compressors at the East Division Reclamation Plant in Renton; Wastewater Treatment	—	3rd qtr. '98	Winston
	Provide and install emergency generators at King County International Airport; Construction and Facility Management	\$154,000	3rd qtr. '98	Lee
	Install a permanent odor polishing unit at the Lake City regulator station; Wastewater Treatment	—	3rd qtr. '98	Winston
	Install view hatches on primary and grit tanks at the West Point Treatment Plant; Wastewater Treatment	—	3rd qtr. '98	Winston
	Install a rock box structure at the Holmes Point trunk; Wastewater Treatment	—	3rd qtr. '98	Winston
	Install an emergency generator at the Sunset/Heathfield pump station; Wastewater Treatment	\$300,000	3rd qtr. '98	Winston
	Install street grates in the downtown Seattle transit tunnel; Metro Transit	\$225,000	3rd qtr. '98	Winston
	Install cathodic protection on the East Channel siphon; Wastewater Treatment	—	4th qtr. '98	Winston
	Install an emergency generator at the South Mercer pump station; Wastewater Treatment	\$230,000-\$250,000	4th qtr. '98	Winston
	Replace pumps, drives and controls at the Yarrow Bay pump station; Wastewater Treatment	—	4th qtr. '98	Winston
	Install a permanent anti-rotation device on three digester roofs at the West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '98	Winston
	Install an isolation gate in the division channel at the West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '98	Winston
	Install a gas-migration control system at the Vashon landfill; CIP 017118; Solid Waste	\$840,000	4th qtr. '98	Alexander
Roads and Paving	Widen South 96th St. and add shoulders and lighting; CIP 300390; Road Services	\$950,000	3rd qtr. '98	Alexander
	Add pedestrian pathways along Thompson Elementary and Dimmit Middle School; CIP C63364; Road Services	\$60,000	3rd qtr. '98	Alexander
	Add turn lane and install signal at Juanita Drive Northeast and 122nd Pl. Northeast; CIP 100597; Road Services	\$400,000	3rd qtr. '98	Alexander
	Add pedestrian pathways and widen the sidewalk along Cedar Grove Road; CIP C63453; Road Services	\$175,000	3rd qtr. '98	Alexander
	Widen East Lake Sammamish Parkway from the Issaquah-Fall City Road to the I-90 ramp; CIP 201197; Road Services	\$975,000	3rd qtr. '98	Alexander
	Construct a half-mile roadway and pathway; Parks and Recreation	\$200,000	3rd qtr. '98	Lee
	Provide on-call paving services during 1998 at King County International Airport; Construction and Facility Management	\$164,000	3rd qtr. '98	Lee
	Replace asphalt pavement at the Barton pump station; Wastewater Treatment	—	3rd qtr. '98	Winston
	Rejuvenate taxiway pavement at King County International Airport; Construction and Facility Management	\$25,000	3rd qtr. '98	Lee
	Do concrete paving at East Base; Metro Transit	\$150,000	3rd qtr. '98	Winston
	Install drainage along East Lake Sammamish Parkway in the vicinity of Eden Creek; CIP 201296; Road Services	\$132,000	4th qtr. '98	Alexander
	Install new stairway and retaining wall and widen shoulder for ADA access at the Vashon Heights parking lot; CIP 300389; Road Services	\$233,000	4th qtr. '98	Alexander
	Construct curb, gutter and sidewalk pedestrian improvements along Southwest 100th St. to 17th Ave. Southwest; CIP 300597; Road Services	\$450,000	4th qtr. '98	Alexander

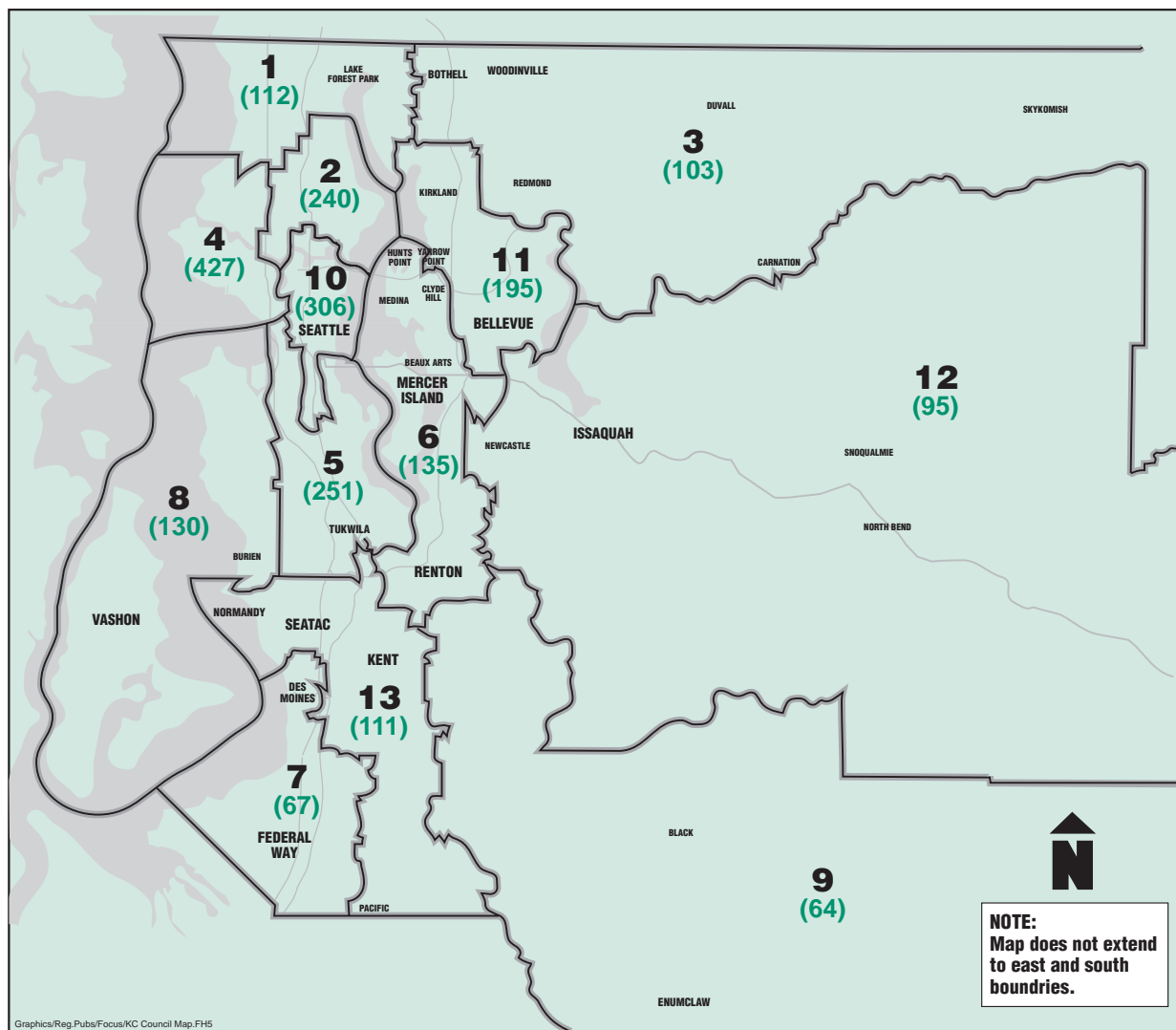
Certified firms in Washington top 4,500

As of January 1, a total of 4,589 minority, women and disadvantaged firms were certified by the State Office of Minority and Women's Business Enterprises.

Nearly 49 percent - 2,243 - of these firms reported that their sole or principal office was in King County, as shown by Council district. (Seven firms had county

mailing addresses we couldn't pinpoint on the map.)

The statewide total is a 24-percent increase over the approximately 3,700 firms certified at the end of fiscal year 1992, with a similar distribution. These numbers encompass MBE's, WBEs, DBEs and firms with any combination of certifications.



Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Roads and Paving	Add turn lanes, curb, gutter, bike lanes and sidewalk and revise signal at 124th Ave. Southeast and Southeast 312th St.; CIP 501197; Road Services	\$600,000	4th qtr. '98	Alexander
	Overlay park-and-ride lots in Shoreline, Greenlake and south Renton with asphalt; Metro Transit	\$900,000	4th qtr. '98	Winston
	Replace hydraulic paving at Central Base; Metro Transit	\$100,000	4th qtr. '98	Winston
Bridges	Construct a bridge at 153rd Ave. Northeast at the Tolt pipeline; Construction and Facility Management	\$98,000	3rd qtr. '98	Lee
	Construct a pedestrian bridge at Marymoor Park; Parks and Recreation	\$600,000	3rd qtr. '98	Lee
	Construct bridges over Soos Creek; Construction and Facility Management	\$150,000	3rd qtr. '98	Lee

For more information

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We invite your comments, story ideas and suggestions for improving this publication. Write or call Manager Phyllis Alleyne or send your e-mail to phyllis.alleyne@metrokc.gov.

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If you don't know which of the above compliance specialists focuses on your type of contract, call 684-1330 for referral.

County specialty registration

A&E and general consultant rosters
Frances Gaucin (206) 684-2024
Transit vehicle-maintenance vendor list
Donna McCoy (206) 684-2204
Small public-works roster (206) 684-1270
Vendor bidders' list (206) 689-3153

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By telephone (360) 753-9693
By fax (360) 586-7079
By mail P.O. Box 41160, Olympia, WA 98504-1160
Online directory www.wsdot.wa.gov/omwbe/

Current county contracts

Professional and construction hotline (206) 684-1270
Goods and nonprofessional/consulting hotline (206) 689-3153
Online www.metrokc.gov/oppis/bidsprop.htm

County specialty information

Purchasing M/WBE liaisons
Exchange Building (206) 689-5246
Administration Building (206) 296-4210
Kingdome concessions
Gary Atchison (206) 296-3180
Transit concessions
Esther Alley (206) 205-0717
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King County is an equal employment opportunity employer.

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